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GUIDELINES AND DATA TO SUPPORT PLANS FOR REALLOCATING

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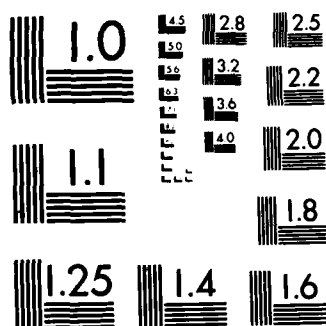
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GUIDELINES AND DATA TO SUPPORT
PLANS FOR REALLOCATING FOOD
DURING CRISIS RELOCATION

REGIONAL APPENDIX
FEMA REGION X

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For

Federal Emergency Management Agency
Washington, D.C. 20472
Contract EMW-C-0562

SYSTAN Report D180
September 1982

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GUIDELINES AND DATA TO SUPPORT
PLANS FOR REALLOCATING FOOD
DURING CRISIS RELOCATION

REGIONAL APPENDICES
FEMA REGION X

By
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For
Federal Emergency Management Agency
Washington, D.C. 20472
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September 1982

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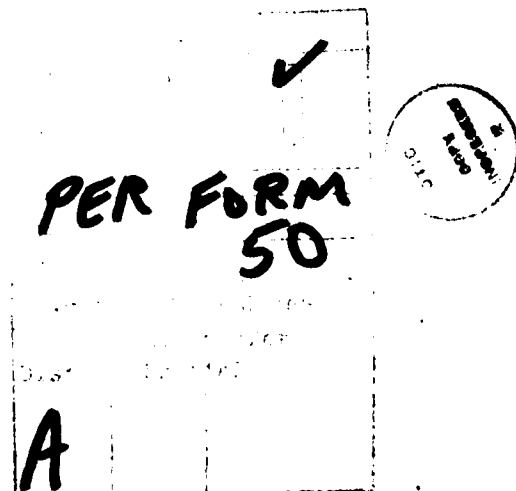
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APPENDIX A
REGIONAL DISTRIBUTION SUMMARY

FOOD DISTRIBUTION SUMMARY

REGION X

Close to 80% of the food consumed in FEMA Region X is warehoused within the region. The table below summarizes the source and magnitude of all shipments from warehouses to supermarkets within the region. Oregon and Washington are largely self-sufficient, warehousing almost 90% of their food supplies within their own borders. The third state, Idaho, is heavily dependent on out-of-state warehouses for food shipments, with only 23% of its food supplies stored within the state boundaries. Over half of Idaho's food stocks (54%) come from another region (Utah, Montana and South Dakota in Region VIII), highlighting a need for interregional coordination.

INTER- AND INTRA-STATE SHIPMENTS

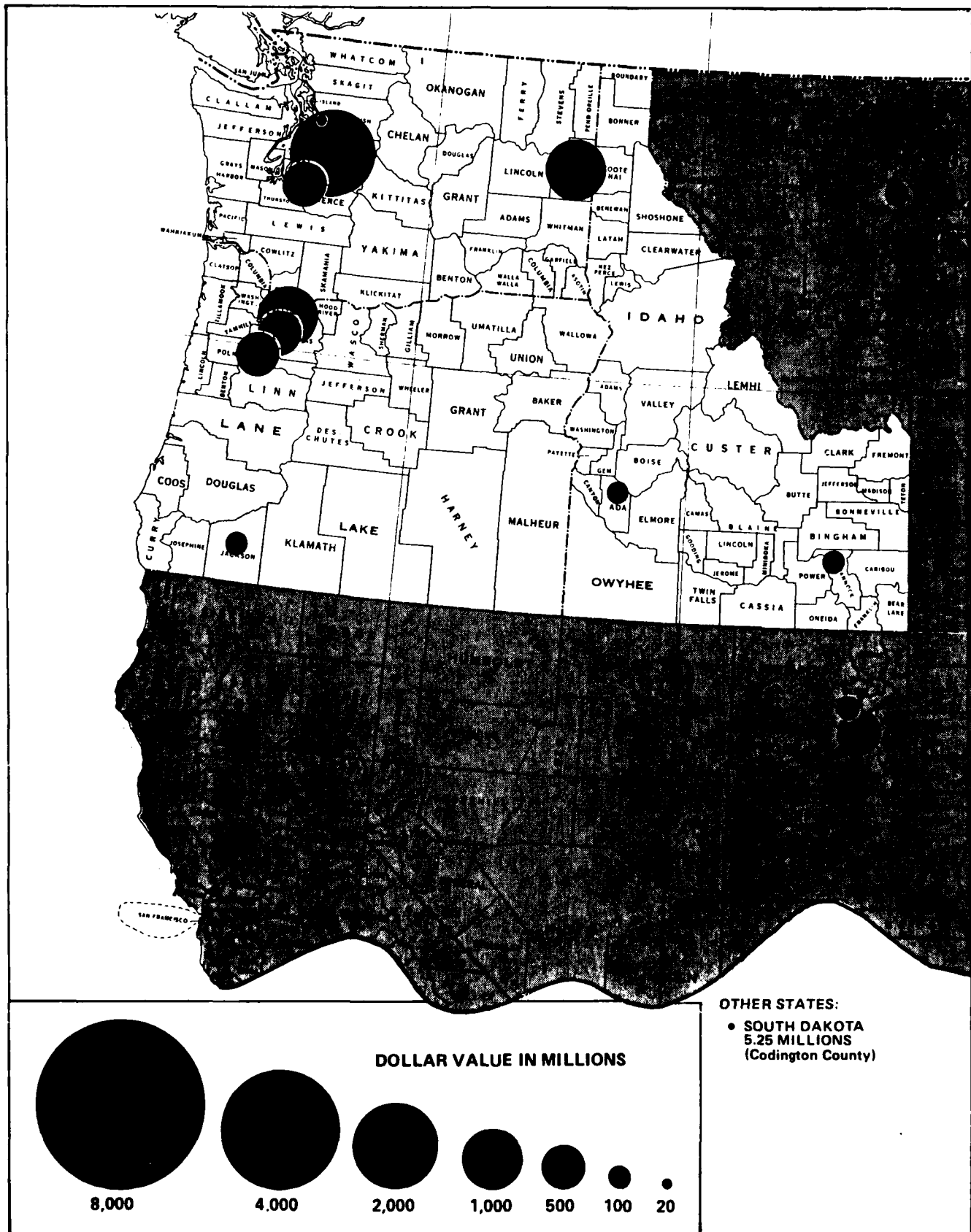
INTO

FEMA REGION X

(Actual Cash Value in Millions of Dollars per Year)

SOURCE	DESTINATION		
	ID	OR	WA
08 MT	70	5	51
SD	3	0	2
UT	454	80	0
09 CA	0	25	0
10 ID	227	11	0
OR	26	1,929	282
WA	203	134	3,157

DOLLAR VOLUME OF MAJOR FOOD DISTRIBUTION CENTERS REGION X



APPENDIX B
STATE SUMMARIES FOR FEMA REGION X

- Idaho
- Oregon
- Washington

IDAHO SUMMARY

The statistical profile of food distribution in Region X shows that Idaho is heavily dependent on warehouses outside the state for its food supplies. Only 23% of the food currently reaching Idaho residents is warehoused within the state. The chief out-of-state supplier is Utah, which warehouses roughly 46% of Idaho's food stocks, primarily serving residents in south Idaho, including the risk area of Boise. In addition to Utah, distributors warehoused in Washington account for 20% of the food consumed in Idaho. Thus interstate as well as interregional coordination will be required in planning for the distribution of food to Idaho residents under crisis relocation conditions.

Within Idaho, Associated Food Stores Inc., accounts for 23% of the food stored for in-state consumption. Most of the food warehoused in other states is in the hands of 5 distributors in Utah, 3 in Washington, and 4 in Montana, Oregon and South Dakota.

The statistical profile describing food distribution in Region X, coupled with the FEMA food distribution guidelines, provide nuclear civil protection planners with a feasible approach for reallocating food supplies under conditions of crisis relocation. This statistical profile can be used to modify the Idaho food support annex to include food distribution details which are consistent with regional food distribution patterns.

OREGON SUMMARY

The statistical profile of food distribution in Region X shows that the supermarkets of Oregon are largely served by warehouses located within the state. Approximately 88% of the food reaching Oregon residents is warehoused within the state. The major out-of-state supplier is Washington, which warehouses roughly 6% of Oregon's food stocks, primarily serving residents in northern Oregon. Thus there will be some requirement for interstate coordination in this area.

Five of the top ten distributors in Region X have warehouses in Oregon. These distributors account for 86% of the food stored for in-state consumption. Most of the food warehoused in other states is in the hands of 5 distributors in Washington, 3 in Utah, and 4 in California, Idaho and Montana.

The statistical profile describing food distribution in Region X, coupled with the FEMA food distribution guidelines, provide nuclear civil protection planners with a feasible approach for reallocating food supplies under conditions of crisis relocation. This statistical profile can be used to modify the Oregon food support annex to include food distribution details which are consistent with regional food distribution patterns.

WASHINGTON SUMMARY

The statistical profile of food distribution in Region X shows that the supermarkets of Washington are largely served by warehouses located within the state. Approximately 90% of the food reaching Washington residents is warehoused within the boundaries of the state. The major out-of-state supplier is Oregon, which warehouses 8% of Washington's food stocks, primarily serving residents in the south-western corner of Washington including the risk area of Vancouver. Thus there will be some requirement for interstate coordination in this risk area. Though food stocks warehoused in Washington are largely for in-state consumption, warehouses located within its boundaries supply 14% of the food consumed in Montana, and 20% of the food consumed in Idaho.

Six of the top ten distributors in Region X have warehouses in Washington. These distributors account for 80% of the food stored for in-state consumption. An additional 3 distributors account for 7% of Washington's food supplies. Most of the food warehoused in other states is in the hands of 5 distributors in Oregon and one major distributor, Buttrey Foods, in Montana.

The statistical profile describing food distribution in Region X, coupled with the FEMA food distribution guidelines, provide nuclear civil protection planners with a feasible approach for reallocating food supplies under conditions of crisis relocation. This statistical profile can be used to modify the Washington food support annex to include food distribution details which are consistent with regional food distribution patterns.

APPENDIX C
TOP TEN DISTRIBUTORS

TOP TEN FOOD DISTRIBUTORS
SERVING REGION 10

DISTRIBUTOR	NUMBER OF WARE- HOUSES	ANNUAL RETAIL SALES (\$1000)	NUMBER OF STORES SERVED	AVERAGE SALES PER STORE
1 SAFEWAY STORES	4	1,572,750	275	5,719
SAFEWAY STORES INC				
BELLEVUE WA		725,000	119	6,092
CLACKAMAS OR		504,500	94	5,367
SPOKANE WA		205,250	41	5,006
SALT LAKE CITY UT		138,000	21	6,571
2 WEST COAST GROCERY	3	1,260,750	374	3,371
WEST COAST GROCERY CO				
SALEM OR		488,750	115	4,250
TACOMA WA		473,500	153	3,095
SPOKANE WA		298,500	106	2,816
3 AMERICAN STREVELL	4	734,250	221	3,322
AMERICAN STREVELL INC				
KENT WA		324,250	77	4,341
AMERICAN STREVELL CO				
PORTLAND OR		267,750	88	3,043
SALT LAKE CITY UT		130,750	55	2,377
MISSOULA MT		1,500	1	1,500
4 ASSOCIATED GROCERS INC (WA)	1	710,000	196	3,622
ASSOCIATED GROCERS INC				
SEATTLE WA				
5 UNITED GROCERS INC (OR)	2	692,500	219	3,162
UNITED GROCERS INC				
PORTLAND OR		571,250	171	3,341
MEDFORD OR		121,250	48	2,526
6 U R M STORES	1	381,000	155	2,458
U R M STORES INC				
SPOKANE WA				
7 TRADEWELL STORES	1	327,500	98	3,342
TRADEWELL STORES INC				
KENT WA				
8 FRED MEYER	1	285,000	47	6,064
FRED MEYER INC				
PORTLAND OR				
9 ASSOCIATED FOOD STORES	3	248,750	118	2,108
ASSOCIATED FOOD STORES INC				
POCATELLO ID		126,500	61	2,074

TOP TEN FOOD DISTRIBUTORS
SERVING REGION 10

DISTRIBUTOR	NUMBER OF WARE- HOUSES	ANNUAL RETAIL SALES (\$1000)	NUMBER OF STORES SERVED	AVERAGE SALES PER STORE
9 ASSOCIATED FOOD STORES (CONTINUED)				
BOISE ID		112,500	52	2,163
SALT LAKE CITY UT		9,750	5	1,950
10 ALBERTSON'S	1	158,000	24	6,583
ALBERTSONS INC				
SALT LAKE CITY UT				

APPENDIX D

SAMPLE REALLOCATION PLAN

FOR

THE SPOKANE RISK AREA CONGLOMERATE

INTRODUCTION

Nuclear Civil Protection (NCP) Planning encompasses two strategies: in-place protection and crisis relocation. Under the crisis relocation strategy, people from areas threatened by a high risk of nuclear attack will be relocated to hosting areas judged to be safely removed from the hazardous effects of nuclear explosion. The existing food distribution system must then be adjusted and reconfigured to meet the needs of the relocated population.

This plan has been developed to provide a quantitative picture of food distribution networks serving the Spokane risk area and its host counties before and after relocation. It discusses the adjustments and strategies entailed in the proposed reallocation plan. In addition, it addresses the problem of transportation stress experienced by major distributors as a result of the reconfiguration of the existing food distribution system.

SPOKANE RISK AREA CONGLOMERATE*
SUMMARY OF EXISTING FOOD DISTRIBUTION SYSTEM

Under crisis relocation conditions, approximately 368,000 residents currently living in the Spokane risk area (which includes Spokane and Kootenai counties) will have to relocate to lower-risk host areas in Washington and Idaho. Exhibit 1 illustrates the evacuation pattern of the Spokane risk area.

The statistical profile of food distribution in the Spokane Risk Area Conglomerate shows that area residents are largely served by warehouses located within the Conglomerate. Approximately 96% of the food currently reaching area residents is warehoused in Spokane. The remaining 4% of the area's food stocks come from several distributors located in Washington, Montana and South Dakota.

Within the Conglomerate, three distributors with Spokane warehouses account for 96% of the food stored for in-area consumption. These three distributors, Safeway Stores, West Coast Grocery, and U R M Stores, supply over 96% of the food consumed in the Spokane risk area, and 95% of the food consumed in the host counties. All host counties receive between 89% to 100% of their food supplies from these three major distributors. The current annual sales volume of each distributor serving the conglomerate is listed by county in Attachment A-1.

Of the three major Spokane distributors, U R M Stores supplies over 40% of the Conglomerate's retail food stores, while West Coast Grocery and Safeway Stores command 31% and 22% of the market respectively. Exhibit 2 details the market share of these distributors in the risk and host areas. The geographic area served by each of these three distributors is nearly identical, covering the eastern half of Washington and the northern Idaho panhandle. In addition, the service area of both U R M Stores and West Coast Grocery extends into north-western Montana. These service areas encompass one additional risk area within FEMA Region X (Walla Walla, Washington) and a portion of the host area set aside for evacuees from the King County metropolitan area.

*Includes the risk areas in Spokane (WA) and Kootenai (ID) counties.

EXHIBIT I

SPOKANE RISK AREA CONGLOMERATE EVACUATION PATTERN

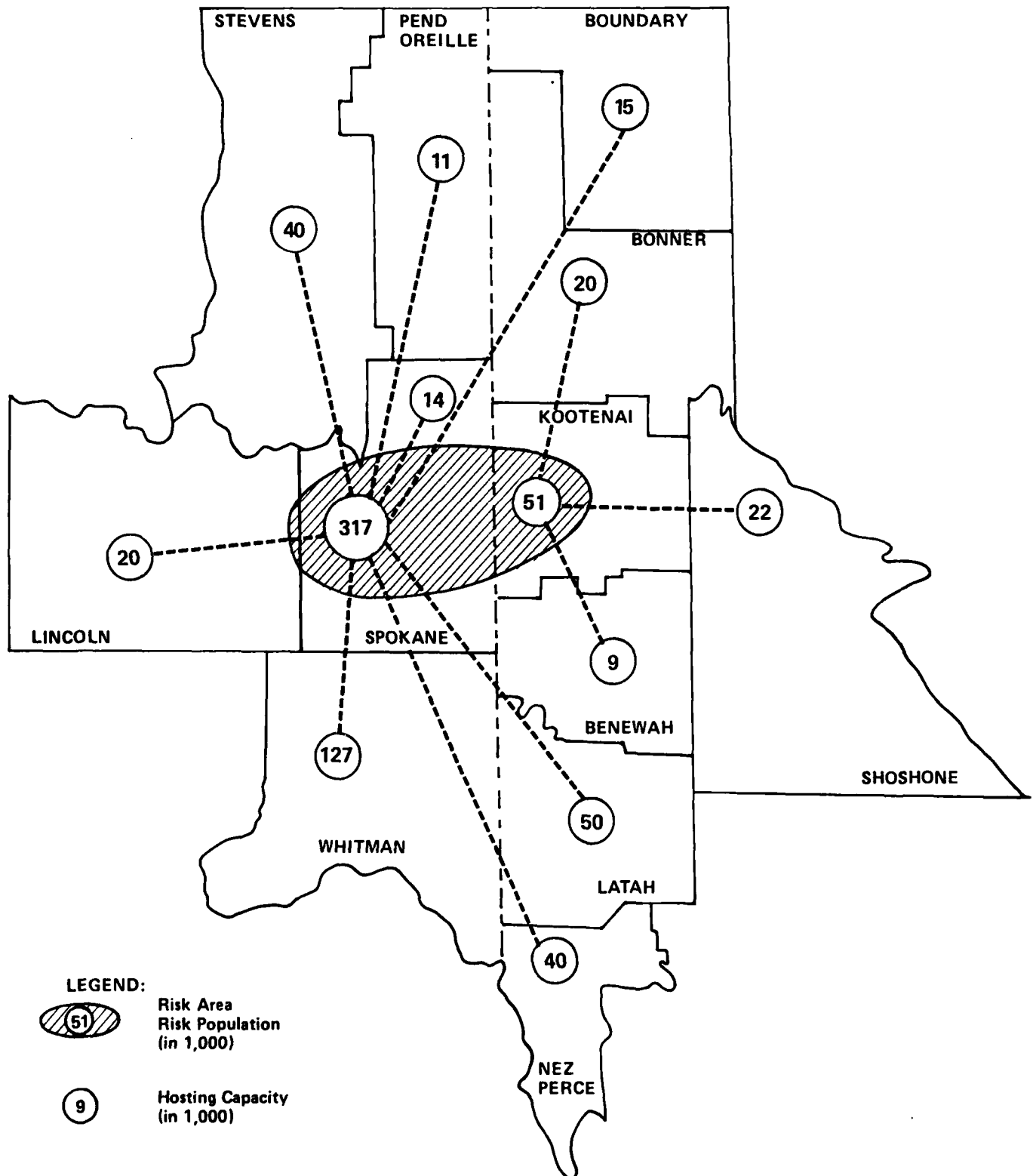
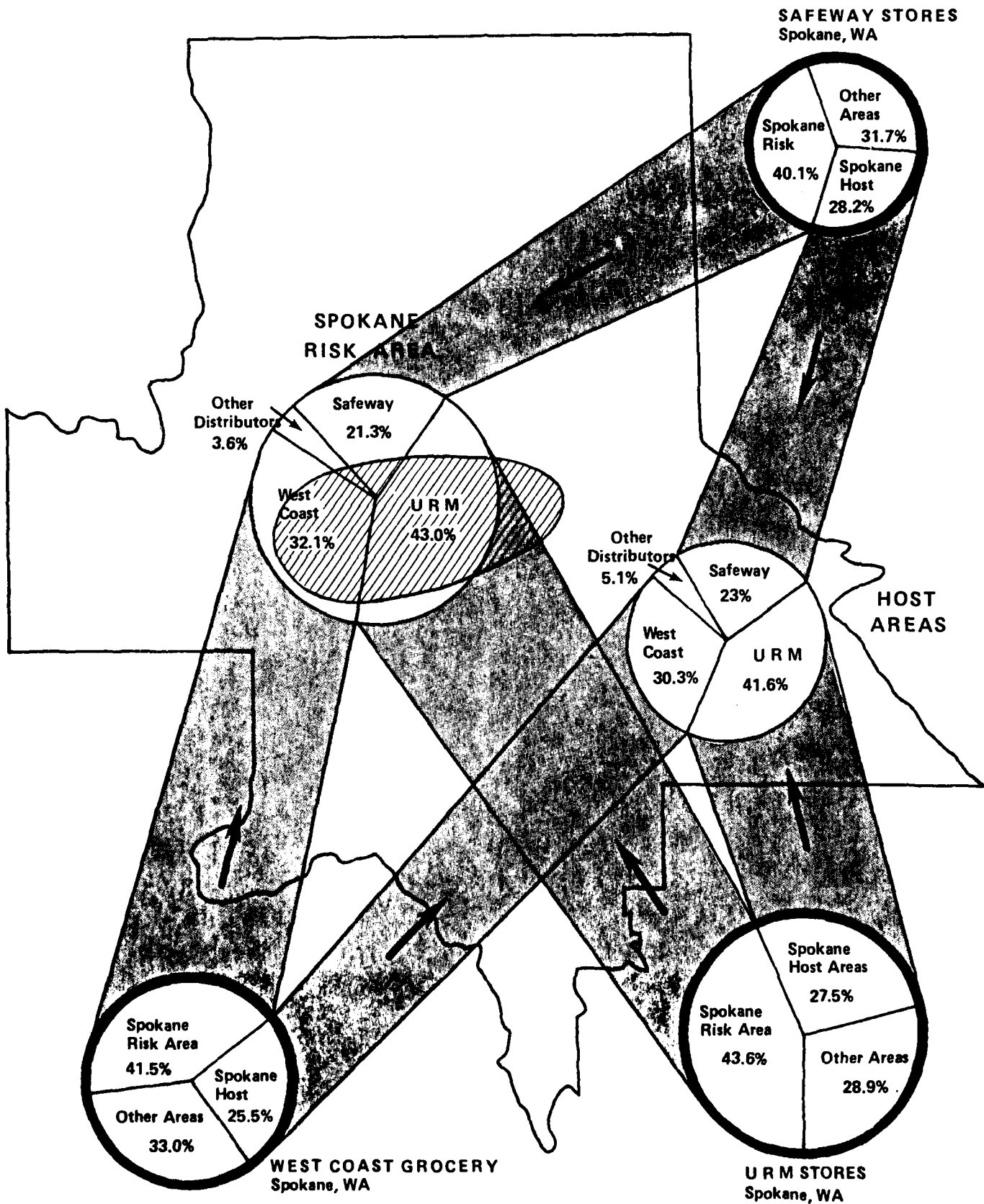


EXHIBIT 2

MAJOR SOURCES OF SUPPLY TO SPOKANE RISK AREA CONGLOMERATE CURRENT DISTRIBUTION PATTERN



SPOKANE RISK AREA CONGLOMERATE*
PROPOSED FOOD DISTRIBUTION SYSTEM ADJUSTMENTS
FOR CRISIS RELOCATION

The chief adjustment in the food distribution system in support of the crisis relocation strategy entails the shift of supplies from risk area retail outlets to host area retail outlets and mass feeding centers. In general, Spokane wholesale warehouses serving the conglomerate population before evacuation will continue to do so after evacuation by shifting deliveries from their risk area stores to their host area stores. The market share of each of the three major distributors serving the Spokane conglomerate under relocation is displayed in Exhibit 3. Food will be delivered to relocatees through a combination of retail outlets and mass feeding centers. Wholesale warehouses with no host-area outlets will supply mass feeding centers directly. Major food processing activities in the risk area will continue operations throughout the evacuation period. Detailed reallocation plan for each distributor serving the conglomerate may be found in Attachment A-2.

In addition to the redirection of flow suggested in the plan, distributors should consider using a shuttle system in which full trailers are left in the host area as storage depots, emptied, and replaced with another trailer load on the return trip. This mode of operation would alleviate much of the need for additional storage space, but it could also increase the requirement for trailers as much as 100%, depending on the transportation stress level experienced by individual warehouse. Another modification of the food distribution system would involve redirecting incoming shipments to available warehouse space in the host areas. Emergency warehouse space can be converted from available unused buildings or commandeered from less critical industries in the host areas. NCP planners surveying the host areas should be on the lookout for suitable warehouse space.

Exhibit 4 shows the revised distribution plans for the three major distributors serving the Spokane conglomerate. These plans have been expressed both in terms of a percentage increase in shipments to the distributor's stores in individual counties, and in terms of the estimated increase in tonnage of essential commodities going to each county. The emergency services operations plans developed for each of the counties hosting evacuees envision that as many evacuees as possible will be fed through mass feeding centers, particularly those lodged in congregate care facilities. Host area residents, and evacuees lodged with host area residents, will obtain food through their customary retail outlets.

Section 3.B.2 tabulates the percentage of truck capacity by weight and volume devoted to the shipment of critical foodstuffs. As an additional planning aid, this information is broken down into case- and pallet-loadings for two truckloads capable of

feeding 3,800 citizens (See Attachment B). Suggested shipping guidelines on essential foodstuffs for wholesalers serving the host area retail outlets may be found in Section 3.B.1.

Although the total post-relocation demand for food in each county can be estimated in advance, the exact split between mass feeding centers and retail outlets will not be known until the relocation is accomplished. At that time, the necessary adjustments will be made by the Food Coordinator and Mass Feeding Manager designated in the Emergency Services Operations Plan. The need for mass feeding centers is largest in Whitman County, which hosts the largest share of evacuees (35% of the total risk population). The demand for food in this county is likely to exceed the capacity of the local retail outlets. The outlets of each of the major distributors, Safeway, West Coast Grocery, and U R M Stores, will experience demand increases equal to or in excess of 500% in the absence of any mass feeding centers. Hence the establishment of mass feeding centers should be an integral part of the planning process in Whitman County

*Includes risk areas in Spokane (WA) and Kootenai (ID) counties.

EXHIBIT 3
MAJOR SOURCES OF SUPPLY TO SPOKANE RISK AREA CONGLOMERATE
POST-RELOCATION PATTERN

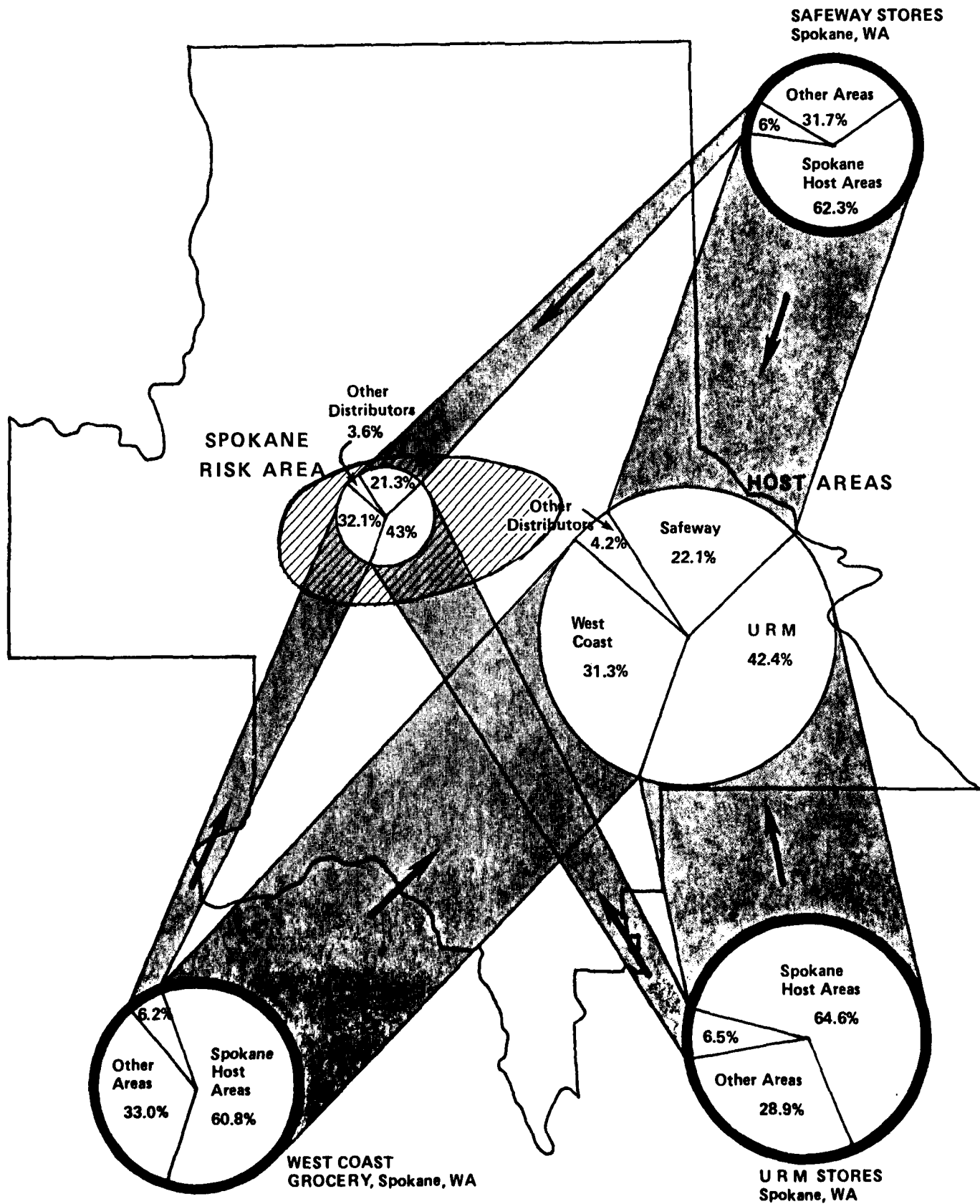


EXHIBIT 4

REALLOCATION PLAN FOR U R M STORE'S SPOKANE (WA) WAREHOUSE TO THE SPOKANE RISK AREA CONGLOMERATE

1. Cut shipments to all risk area supermarkets to about 15% of its pre-relocation level.
2. Redirect remaining food shipments to host area counties as follows:

<u>County, State</u>	<u>Recommended Level (% of Current Ship- ment, Essential Goods Only)</u>	<u>Estimated Additional Shipments+ (1,000#/week)</u>
Spokane, WA++	100%	0.0
Pend Oreille, WA	100%	0.0
Stevens, WA	500%	286.1
Whitman, WA	548%	939.2
Lincoln, WA	443%	171.7
Latah, ID	312%	505.6
Nez Perce, ID	159%	147.9
Boundary, ID	500%	57.2
Kootenai, ID	100%	0.0
Benewah, ID	197%	92.8
Bonner, ID	200%	257.5
Shoshone, ID	193%	234.6

TRANSPORTATION STRESS:

Imposed by Spokane and Kootenai Evacuees only: 2.1
Estimated overall total for entire warehouse : 1.4

Implications : No increase in driver or equipment is required. By utilizing the transportation equipment to capacity, it is estimated that up to 25% of the existing trailers could be spotted for on-site storage in the host area. If more trailers are to be used for storage, it is estimated that one extra trailer will be needed for each additional trailer used in this manner.

+ Edible Weight

++Host areas in Spokane County:

Deer Park, Elk, Fairfield, Latah, Rockford, Spangle
and Waverly.

REALLOCATION PLAN FOR WEST COAST'S SPOKANE (WA) WAREHOUSE
TO THE SPOKANE RISK AREA CONGLOMERATE

1. Cut shipments to all risk area supermarkets to about 15% of its pre-relocation level.
2. Redirect remaining food shipments to host area counties as follows:

<u>County, State</u>	<u>Recommended Level (% of Current Ship- ment, Essential Goods Only)</u>	<u>Estimated Additional Shipments+ (1,000#/week)</u>
Spokane, WA++	147%	68.9
Pend Oreille, WA	171%	80.7
Stevens, WA	328%	195.4
Whitman, WA	500%	877.5
Lincoln, WA	443%	98.3
Latah, ID	246%	180.9
Nez Perce, ID	157%	202.2
Boundary, ID	323%	127.7
Kootenai, ID	100%	0.0
Benewah, ID	246%	41.7
Bonner, ID	121%	29.9
Shoshone, ID	246%	103.2

TRANSPORTATION STRESS:

Imposed by Spokane and Kootenai Evacuees only: 2.1
Estimated overall total for entire warehouse : 1.5

Implications : No increase in driver or equipment is required. By utilizing the transportation equipment to capacity, it is estimated that up to 20% of the existing trailers could be spotted for on-site storage in the host area. If more trailers are to be used for storage, it is estimated that one extra trailer will be needed for each additional trailer used in this manner.

+ Edible Weight

++Host areas in Spokane County:

Deer Park, Elk, Fairfield, Latah, Rockford, Spangle
and Waverly.

REALLOCATION PLAN FOR SAFEWAY'S SPOKANE (WA) WAREHOUSE
TO THE SPOKANE RISK AREA CONGLOMERATE

1. Cut shipments to all risk area supermarkets to about 15% of its pre-relocation level.
2. Redirect remaining food shipments to host area counties as follows:

<u>County, State</u>	<u>Recommended Level (% of Current Ship- ment, Essential Goods Only)</u>	<u>Estimated Additional Shipments+ (1,000#/week)</u>
Spokane, WA++	160%	67.4
Pend Oreille, WA	180%	106.3
Stevens, WA	222%	199.5
Whitman, WA	500%	343.4
Lincoln, WA	222%	70.1
Latah, ID	222%	163.5
Nez Perce, ID	194%	233.4
Boundary, ID	222%	70.1
Kootenai, ID	100%	0.0
Benewah, ID	222%	17.5
Bonner, ID	152%	29.9
Shoshone, ID	222%	35.0

TRANSPORTATION STRESS:

Imposed by Spokane and Kootenai Evacuees only: 2.0
Estimated overall total for entire warehouse : 1.4

Implications : No increase in driver or equipment is required. By utilizing the transportation equipment to capacity, it is estimated that up to 25% of the existing trailers could be spotted for on-site storage in the host area. If more trailers are to be used for storage, it is estimated that one extra trailer will be needed for each additional trailer used in this manner.

+ Edible Weight

++Host areas in Spokane County:

Deer Park, Elk, Fairfield, Latah, Rockford, Spangle
and Waverly.

SPOKANE RISK AREA CONGLOMERATE* TRANSPORTATION STRESS

To explore quantitatively the extent of the strain placed on the local delivery system of a warehouse as a result of crisis relocation, a transportation stress factor (defined as the ratio of post-evacuation ton-miles to pre-evacuation ton-miles) has been estimated for the three major distributors serving the Spokane Risk Area Conglomerate. From the standpoint of the Spokane Risk Area, the transportation stress factor can be considered to have two components:

- (1) Additional mileage imposed by the movement of Spokane and Kootenai residents away from their normal source of supply.
- (2) Mileage requirements imposed by the continued operation of the remaining distribution network, some of which will be reconfigured in response to other risk area movements.

The transportation stress imposed by the relocation of Spokane and Kootenai alone stands at about 2.0 for the three major distributors located in Spokane (U R M Stores, West Coast Grocery and Safeway Stores). This stress level would call for an increase of over 30% in drivers if they had represented the entire distribution volume of these warehouses. However, food shipments into the Spokane Risk Area Conglomerate account for about two-thirds of the sales from these three Spokane distributors. Remaining shipments from these warehouses are scattered throughout Washington, Idaho, Montana, and Oregon, and are not significantly affected by crisis relocation. The relative stability of these long distance shipments will serve to offset the effects of movement out of the Spokane conglomerate. In order to assess the consequences of crisis relocation on a particular warehouse, the transportation stress factor must be computed for the entire geographic area served by the warehouse.

Although the detailed evaluation of other Spokane risk conglomerates was beyond the scope of the current study, it is possible to develop a rough estimate of transportation stress for the remainder of each distributor's service area by using approximation techniques developed in earlier SYSTAN work (Food System Support of the Relocation Strategy, September, 1975). Using this technique, the total transportation stress for the three major Spokane distributors can be estimated. This stress ranges from 1.4 for Safeway and U R M Stores, and 1.5 for West Coast Grocery. Since research has shown that existing transportation equipment is not generally used to capacity, driver and vehicle productivity can be increased by relaxing regulatory constraints (e.g. relaxing driver restrictions and weight limitations) and improving utilization of existing equipment (e.g. shipping only full-pallet loads; eliminating

slack in current vehicle schedule; relaxing maintenance requirements; shipping only essential items; and eliminating light loads). By implementing these productivity improvements, it is estimated that no increase in drivers or equipment is called for at the three major distributors serving the Spokane conglomerate.

Whenever trailers are shuttled and used for host area storage, it is estimated that one additional trailer will be needed for each trailer employed for storage if the transportation stress level experienced by the warehouse exceeds 1.8. As the stress level falls below 1.8, some existing trailers may become available for host area storage. The number of trailers which can be used in this fashion increases as the stress level drops. At a stress level of 1.0, it is estimated that as much as 50% of the existing trailer fleet could be used for on-site storage in the host areas.

*Includes risk areas in Spokane (WA) and Kootenai (ID) counties.

ATTACHMENT A-1

SPOKANE RISK AREA CONGLOMERATE

DISTRIBUTOR LOCATION	SPOKANE RISK AREA 1	EXISTING SUPERMARKET SALES (\$1,000/YEAR)												TOTAL
		SPOKANE WA	FEND OREI WA	STEVENS WA	LINCOLN WA	WHITMAN WA	BOUNDARY ID	LATAH ID	NEZ PERCE ID	KOOTENAI ID	SHOSHONE ID	BONNER ID	BENEFICIAL ID	
Asso. Grocers Seattle, WA	6.275	475	0	0	0	0	0	0	0	0	0	0	0	6750
Ruttreys Foods Great Falls, MT	5.950	0	0	0	0	0	0	0	5000	1050	0	0	0	12000
Lee Wholesale Everett, WA	0	0	3000	0	0	0	0	0	0	0	0	0	0	3000
Safeway Stores Spokane, WA	82138	5912	7000	8500	3000	4500	3000	7000	13000	750	1500	3000	750	140250
Spies SuperValu Watertown, SD	1395	105	0	0	0	0	0	0	0	0	0	3000	0	4500
U R N Stores Spokane, WA	166064	11174	15000	3750	2250	11000	750	12500	13250	3262	13250	13500	5000	270750
West Coast Grocery Spokane, WA	123814	7636	6000	4500	1500	11500	3000	6500	18750	4050	3750	7500	1500	200000
	305076	25302	31000	16750	6750	27000	6750	26000	50000	9112	18500	27000	7250	637250

¹Includes risk areas in Spokane and Kootenai Counties

ATTACHMENT A-2

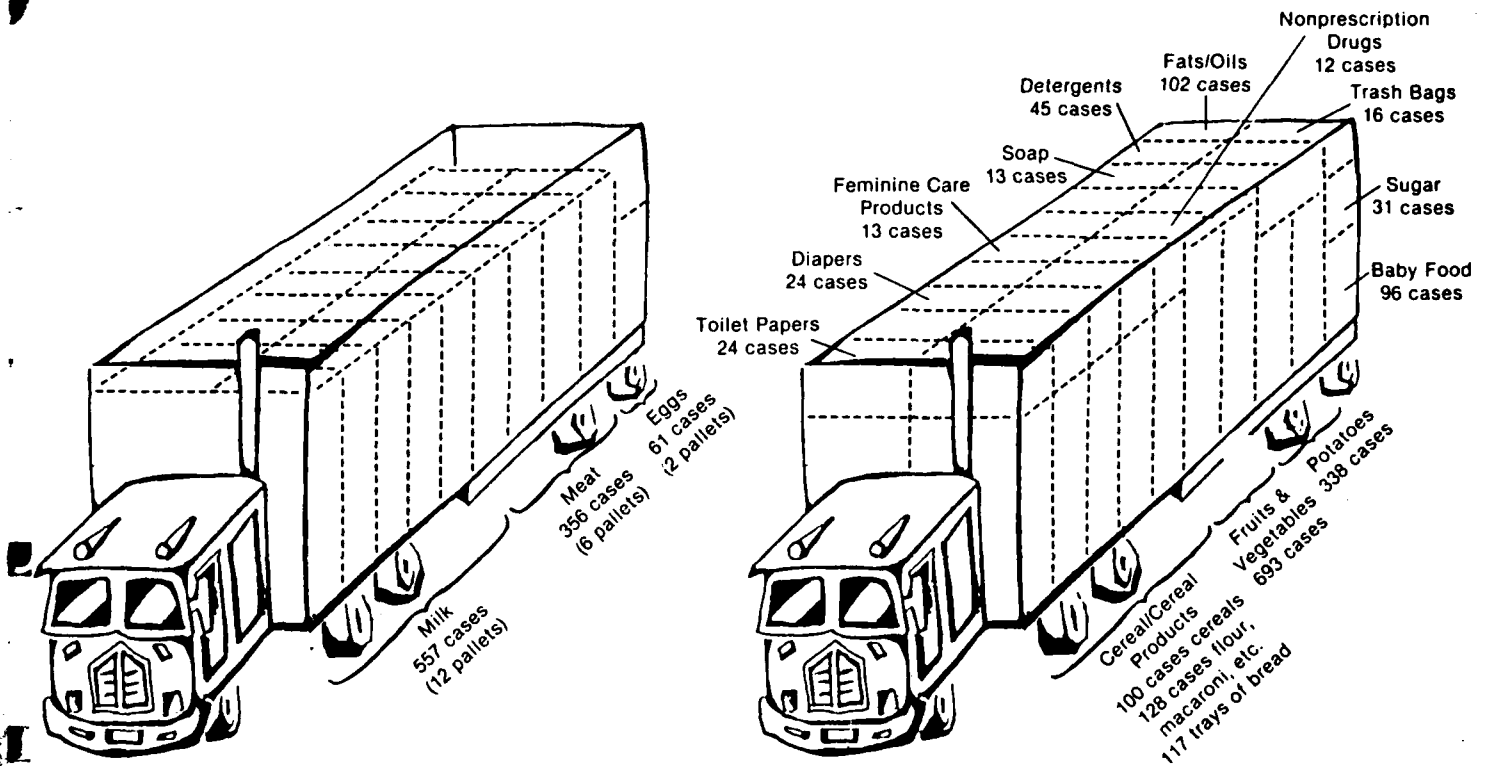
SPOKANE RISK AREA CONGLOMERATE

		POST-RELOCATION SALES (\$1,000/YEAR)														
DISTRIBUTOR LOCATION	SPOKANE RISK AREA 1	H O S T C O U N T I E S														TOTAL
		SPOKANE WA	PEND OREI WA	STEVENS WA	LINCOLN WA	WHITMAN WA	BOUNDARY ID	LATAH ID	NEZ PERCE ID	KOOTENAI ID	SHOSHONE ID	BONNER ID	BENJAMIN ID			
Asso. Grocers Seattle, WA	941	5809	0	0	0	0	0	0	0	0	0	0	0	6750		
Buttrey Foods Great Falls, MT	892	0	0	0	0	0	0	0	10058	1050	0	0	0	12000		
Lee Wholesale Everett, WA	0	0	3000	0	0	0	0	0	0	0	0	0	0	3000		
Safeway Stores Spokane, WA	12351	9444	12571	18907	6673	22500	6673	15571	25236	750	3337	4569	1668	140250		
Spies SuperValu Watertown, SD	209	105	0	0	0	0	0	0	0	0	0	4186	0	4500		
U R M Stores Spokane, WA	24910	11174	18750	18750	11250	50234	3750	39006	21004	3262	25548	27000	9062	270750		
West Coast Grocery Spokane, WA	18573	11247	10232	14741	6651	57500	9695	15903	29350	4050	9221	9069	3680	200000		
	57876	37779	40803	52398	24574	140234	20118	70560	85648	9112	38106	44824	15210	637250		

¹Includes risk areas in Spokane and Kootenai Counties

☐ Portion of shipment going into Mass Feeding Centers

ATTACHMENT B



TWO TRUCKLOADS CAPABLE OF SUSTAINING 3800 PEOPLE FOR ONE WEEK

FOOD (refrigerated transport)		FOOD (non-refrigerated transport)		NON-FOOD	
Milk	557 cases	Cereals	345 cases	Paper Products	64 cases
Meat	356 cases	Fruits & Vegetables	693 cases	Hygiene Items	71 cases
Eggs	61 cases	Potatoes	338 cases	Aspirin	12 cases
		Fats & Oils	102 cases		
		Sugar	31 cases		
		Baby Food	96 cases		

APPENDIX E
COUNTY LISTINGS

COUNTY SUPPLIERS

TOTAL STORES	500K- 1 MIL	1-2 MIL	2-4 MIL	4-8 MIL	8+ MIL	EST ACV (\$1000)
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REGION 10
STATE: ID

ADA							
ALBERTSONS INC	SALT LAKE CITY UT	8	0	0	7	1	51,000
AMERICAN STREVELL CO	PORTLAND OR	1	0	1	0	0	1,500
AMERICAN STREVELL CO	SALT LAKE CITY UT	3	0	1	2	0	7,500
ASSOCIATED FOOD STORES INC	BOISE ID	12	4	4	2	1	35,000
BUTTREY FOODS	GREAT FALLS MT	4	0	0	0	3	27,000
SAFEMAY STORES INC	SALT LAKE CITY UT	2	0	0	0	2	12,000
SMITHS MANAGEMENT CORP	LAYTON UT	7	0	1	2	3	37,500
COUNTY TOTAL:		37	4	7	6	16	171,500

ADAMS							
AMERICAN STREVELL CO	SALT LAKE CITY UT	3	1	2	0	0	3,750
ASSOCIATED FOOD STORES INC	BOISE ID	1	1	0	0	0	750
COUNTY TOTAL:		4	2	2	0	0	4,500

BANNOCK							
ALBERTSONS INC	SALT LAKE CITY UT	2	0	0	0	1	15,000
AMERICAN STREVELL CO	PORTLAND OR	1	0	0	1	0	3,000
ASSOCIATED FOOD STORES INC	POCATELLO ID	11	1	7	3	0	20,250
BUTTREY FOODS	GREAT FALLS MT	1	0	0	0	1	5,000
SAFEMAY STORES INC	SALT LAKE CITY UT	2	0	0	0	1	22,000
SMITHS MANAGEMENT CORP	LAYTON UT	3	0	0	1	1	18,000
COUNTY TOTAL:		20	1	7	5	4	83,250

BEAR LAKE							
ASSOCIATED FOOD STORES INC	POCATELLO ID	2	0	1	1	0	4,500
SAFEMAY STORES INC	SALT LAKE CITY UT	1	0	0	0	1	5,000
COUNTY TOTAL:		3	0	1	1	1	9,500

BENEWAH							
SAFEMAY STORES INC	SPOKANE WA	1	1	0	0	0	750
U R M STORES INC	SPOKANE WA	1	0	0	0	1	5,000
WEST COAST GROCERY CO	SPOKANE WA	1	0	1	0	0	1,500
COUNTY TOTAL:		3	1	1	0	1	7,250

BINGHAM							
ALBERTSONS INC	SALT LAKE CITY UT	1	0	0	0	1	7,000
AMERICAN STREVELL CO	SALT LAKE CITY UT	4	2	0	2	0	7,500
ASSOCIATED FOOD STORES INC	POCATELLO ID	3	0	0	3	0	9,000
ASSOCIATED FOOD STORES INC	SALT LAKE CITY UT	2	0	1	1	0	4,500
SAFEMAY STORES INC	SALT LAKE CITY UT	1	0	0	0	1	7,000
SMALL SUPPLIERS		2	2	0	0	0	1,500
COUNTY TOTAL:		13	4	1	6	2	36,500

BLAINE							
AMERICAN STREVELL CO	SALT LAKE CITY UT	1	1	0	0	0	750
ASSOCIATED FOOD STORES INC	BOISE ID	4	0	0	3	1	16,000
COUNTY TOTAL:		5	1	0	3	1	16,750

BONNER							
SAFEMAY STORES INC	SPOKANE WA	1	0	0	1	0	3,000
SPIES SUPER VALU	WATERTOWN SD	1	0	0	1	0	3,000
U R M STORES INC	SPOKANE WA	3	0	1	0	2	13,500
WEST COAST GROCERY CO	SPOKANE WA	5	2	2	1	0	7,500
COUNTY TOTAL:		10	2	3	3	2	27,000

BONNEVILLE							
ALBERTSONS INC	SALT LAKE CITY UT	3	0	0	0	3	21,000
AMERICAN STREVELL CO	PORTLAND OR	1	0	0	0	1	7,000
AMERICAN STREVELL CO	SALT LAKE CITY UT	3	1	1	1	0	5,250
ASSOCIATED FOOD STORES INC	SALT LAKE CITY UT	1	0	1	0	0	1,500
ASSOCIATED FOOD STORES INC	POCATELLO ID	6	3	0	3	0	11,250
BUTTREY FOODS	GREAT FALLS MT	1	0	0	0	0	10,000
SAFEMAY STORES INC	SALT LAKE CITY UT	2	0	0	0	0	20,000
SMITHS MANAGEMENT CORP	LAYTON UT	1	0	0	0	0	15,000
COUNTY TOTAL:		18	4	2	4	4	91,000

COUNTY SUPPLIERS		TOTAL STORES	500K- 1 MIL	1-2 MIL	2-4 MIL	4-8 MIL	8+ MIL	EST ACV (\$1000)
REGION 10, STATE ID (CONTINUED)								
BOUNDARY								
SAFeway STORES INC	SPOKANE WA	1	0	0	1	0	0	3,000
U R M STORES INC	SPOKANE WA	1	1	0	0	0	0	750
WEST COAST GROCERY CO	SPOKANE WA	1	0	0	1	0	0	3,000
COUNTY TOTAL:		3	1	0	2	0	0	6,750
BUTTE								
ASSOCIATED FOOD STORES INC	POCATELLO ID	1	0	1	0	0	0	1,500
COUNTY TOTAL:		1	0	1	0	0	0	1,500
CAMAS								
AMERICAN STREVELL CO	SALT LAKE CITY UT	1	1	0	0	0	0	750
COUNTY TOTAL:		1	1	0	0	0	0	750
CANYON								
ALBERTSONS INC	SALT LAKE CITY UT	2	0	0	1	0	1	13,000
AMERICAN STREVELL CO	PORTLAND OR	1	0	0	0	1	0	7,000
AMERICAN STREVELL CO	SALT LAKE CITY UT	2	1	1	0	0	0	2,250
ASSOCIATED FOOD STORES INC	BOISE ID	12	3	6	2	1	0	24,250
BUTTREY FOODS	GREAT FALLS MT	1	0	0	0	1	0	5,000
SAFeway STORES INC	SALT LAKE CITY UT	2	0	0	1	0	1	18,000
COUNTY TOTAL:		20	4	7	4	3	2	69,500
CARIBOU								
AMERICAN STREVELL CO	SALT LAKE CITY UT	1	0	1	0	0	0	1,500
ASSOCIATED FOOD STORES INC	POCATELLO ID	2	1	0	1	0	0	3,750
COUNTY TOTAL:		3	1	1	1	0	0	5,250
CASSIA								
ALBERTSONS INC	SALT LAKE CITY UT	1	0	0	0	1	0	5,000
AMERICAN STREVELL CO	SALT LAKE CITY UT	1	1	0	0	0	0	750
ASSOCIATED FOOD STORES INC	POCATELLO ID	3	1	1	1	0	0	5,250
SAFeway STORES INC	SALT LAKE CITY UT	1	0	0	0	1	0	5,000
SMITHS MANAGEMENT CORP	LAYTON UT	1	0	0	0	1	0	5,000
COUNTY TOTAL:		7	2	1	1	3	0	21,000
CLARK								
AMERICAN STREVELL CO	SALT LAKE CITY UT	1	1	0	0	0	0	750
COUNTY TOTAL:		1	1	0	0	0	0	750
CLEARWATER								
U R M STORES INC	SPOKANE WA	3	1	1	1	0	0	5,250
WEST COAST GROCERY CO	SPOKANE WA	1	0	1	0	0	0	1,500
COUNTY TOTAL:		4	1	2	1	0	0	6,750
CUSTER								
AMERICAN STREVELL CO	SALT LAKE CITY UT	1	1	0	0	0	0	750
ASSOCIATED FOOD STORES INC	POCATELLO ID	1	1	0	0	0	0	750
COUNTY TOTAL:		2	2	0	0	0	0	1,500
ELMORE								
AMERICAN STREVELL CO	PORTLAND OR	1	1	0	0	0	0	750
AMERICAN STREVELL CO	SALT LAKE CITY UT	2	2	0	0	0	0	1,500
ASSOCIATED FOOD STORES INC	BOISE ID	3	1	0	1	1	0	8,750
MILITARY	BUY DIRECT	1	0	0	0	0	1	10,000
SAFeway STORES INC	SALT LAKE CITY UT	1	0	0	0	1	0	5,000
COUNTY TOTAL:		8	4	0	1	2	1	26,000
FRANKLIN								
ASSOCIATED FOOD STORES INC	SALT LAKE CITY UT	2	1	0	1	0	0	3,750
COUNTY TOTAL:		2	1	0	1	0	0	3,750
FREMONT								
AMERICAN STREVELL CO	SALT LAKE CITY UT	1	0	0	1	0	0	3,000
ASSOCIATED FOOD STORES INC	POCATELLO ID	3	1	0	2	0	0	6,750
COUNTY TOTAL:		4	1	0	3	0	0	9,750

COUNTY SUPPLIERS		TOTAL STORES	500K- 1 MIL	1-2 MIL	2-4 MIL	4-8 MIL	8+ MIL	EST ACV (\$1000)
REGION 10, STATE ID (CONTINUED)								
GEM								
ALBERTSONS INC	SALT LAKE CITY UT	1	0	0	0	1	0	5,000
AMERICAN STREVELL CO	SALT LAKE CITY UT	1	0	0	1	0	0	3,000
ASSOCIATED FOOD STORES INC	BOISE ID	2	2	0	0	0	0	1,500
COUNTY TOTAL:		4	2	0	1	1	0	9,500
GOODING								
AMERICAN STREVELL CO	SALT LAKE CITY UT	1	0	1	0	0	0	1,500
ASSOCIATED FOOD STORES INC	BOISE ID	2	1	0	1	0	0	3,750
ASSOCIATED FOOD STORES INC	POCATELLO ID	2	1	1	0	0	0	2,250
SAFeway STORES INC	SALT LAKE CITY UT	1	0	0	0	1	0	5,000
COUNTY TOTAL:		6	2	2	1	1	0	12,500
IDAHO								
ASSOCIATED FOOD STORES INC	BOISE ID	1	0	1	0	0	0	1,500
U R M STORES INC	SPOKANE WA	6	2	3	1	0	0	9,000
WEST COAST GROCERY CO	SPOKANE WA	1	1	0	0	0	0	750
SMALL SUPPLIERS		1	0	1	0	0	0	1,500
COUNTY TOTAL:		9	3	5	1	0	0	12,750
JEFFERSON								
AMERICAN STREVELL CO	SALT LAKE CITY UT	1	1	0	0	0	0	750
ASSOCIATED FOOD STORES INC	POCATELLO ID	3	1	1	0	1	0	7,250
COUNTY TOTAL:		4	2	1	0	1	0	8,000
JEROME								
ASSOCIATED FOOD STORES INC	POCATELLO ID	2	0	1	1	0	0	4,500
SAFeway STORES INC	SALT LAKE CITY UT	1	0	0	0	1	0	5,000
SMITHS MANAGEMENT CORP	LAYTON UT	1	0	0	0	1	0	7,000
COUNTY TOTAL:		4	0	1	1	2	0	16,500
KOOTENAI								
BUTTREY FOODS	GREAT FALLS MT	1	0	0	0	1	0	7,000
SAFeway STORES INC	SPOKANE WA	1	0	0	0	1	0	5,000
U R M STORES INC	SPOKANE WA	7	1	2	2	2	0	21,750
WEST COAST GROCERY CO	SPOKANE WA	7	0	2	3	1	1	27,000
COUNTY TOTAL:		16	1	4	5	5	1	60,750
LATAH								
SAFeway STORES INC	SPOKANE WA	1	0	0	0	1	0	7,000
U R M STORES INC	SPOKANE WA	6	2	2	1	1	0	12,500
WEST COAST GROCERY CO	SPOKANE WA	3	2	0	0	1	0	6,500
COUNTY TOTAL:		10	4	2	1	3	0	26,000
LEMI								
AMERICAN STREVELL CO	MISSOULA MT	1	0	1	0	0	0	1,500
ASSOCIATED FOOD STORES INC	POCATELLO ID	3	1	0	2	0	0	6,750
COUNTY TOTAL:		4	1	1	2	0	0	8,250
LEWIS								
U R M STORES INC	SPOKANE WA	4	3	1	0	0	0	3,750
WEST COAST GROCERY CO	SPOKANE WA	1	0	1	0	0	0	1,500
COUNTY TOTAL:		5	3	2	0	0	0	5,250
LINCOLN								
AMERICAN STREVELL CO	SALT LAKE CITY UT	1	1	0	0	0	0	750
SMALL SUPPLIERS		1	1	0	0	0	0	750
COUNTY TOTAL:		2	2	0	0	0	0	1,500
MADISON								
ALBERTSONS INC	SALT LAKE CITY UT	1	0	0	0	1	0	7,000
ASSOCIATED FOOD STORES INC	POCATELLO ID	2	1	0	0	1	0	7,750
SAFeway STORES INC	SALT LAKE CITY UT	1	0	0	0	1	0	7,000
COUNTY TOTAL:		4	1	0	0	3	0	21,750

COUNTY SUPPLIERS		TOTAL STORES	500K- 1 MIL	1-2 MIL	2-4 MIL	4-8 MIL	8+ MIL	EST ACV (\$1000)
REGION 10, STATE ID (CONTINUED)								
MINIDOKA								
ASSOCIATED FOOD STORES INC	POCATELLO ID	5	1	2	2	0	0	9,750
SAFeway STORES INC	SALT LAKE CITY UT	1	0	0	0	0	1	10,000
COUNTY TOTAL:		6	1	2	2	0	1	19,750
NEZ PERCE								
BUTTREY FOODS	GREAT FALLS MT	1	0	0	0	1	0	5,000
SAFeway STORES INC	SPOKANE WA	2	0	0	1	0	1	13,000
U R M STORES INC	SPOKANE WA	6	1	3	1	1	0	13,250
WEST COAST GROCERY CO	SPOKANE WA	6	1	2	1	2	0	18,750
COUNTY TOTAL:		15	2	5	3	4	1	50,000
ONEIDA								
ASSOCIATED FOOD STORES INC	POCATELLO ID	2	1	1	0	0	0	2,250
COUNTY TOTAL:		2	1	1	0	0	0	2,250
OWNYHEE								
AMERICAN STREVELL CO	SALT LAKE CITY UT	5	1	3	1	0	0	8,250
ASSOCIATED FOOD STORES INC	BOISE ID	1	1	0	0	0	0	750
COUNTY TOTAL:		6	2	3	1	0	0	9,000
PAYETTE								
AMERICAN STREVELL CO	SALT LAKE CITY UT	2	0	1	0	1	0	6,500
ASSOCIATED FOOD STORES INC	BOISE ID	2	0	1	1	0	0	4,500
SAFeway STORES INC	SALT LAKE CITY UT	1	0	0	1	0	0	3,000
SMITHS MANAGEMENT CORP	LAYTON UT	1	0	0	0	1	0	7,000
COUNTY TOTAL:		6	0	2	2	2	0	21,000
POWER								
ASSOCIATED FOOD STORES INC	POCATELLO ID	3	0	0	2	1	0	11,000
COUNTY TOTAL:		3	0	0	2	1	0	11,000
SHOSHONE								
SAFeway STORES INC	SPOKANE WA	1	0	1	0	0	0	1,500
U R M STORES INC	SPOKANE WA	5	1	1	2	1	0	13,250
WEST COAST GROCERY CO	SPOKANE WA	3	1	2	0	0	0	3,750
COUNTY TOTAL:		9	2	4	2	1	0	18,500
TETON								
ASSOCIATED FOOD STORES INC	POCATELLO ID	2	1	1	0	0	0	2,250
COUNTY TOTAL:		2	1	1	0	0	0	2,250
THIN FALLS								
ALBERTSONS INC	SALT LAKE CITY UT	1	0	0	0	1	0	7,000
AMERICAN STREVELL CO	SALT LAKE CITY UT	5	2	2	0	1	0	9,500
AMERICAN STREVELL CO	PORTLAND OR	1	0	0	0	1	0	7,000
ASSOCIATED FOOD STORES INC	POCATELLO ID	5	1	2	2	0	0	9,750
BUTTREY FOODS	GREAT FALLS MT	1	0	0	0	0	1	10,000
SAFeway STORES INC	SALT LAKE CITY UT	2	0	0	1	1	0	8,000
SMITHS MANAGEMENT CORP	LAYTON UT	2	0	0	1	1	0	8,000
SMALL SUPPLIERS		1	1	0	0	0	0	750
COUNTY TOTAL:		18	4	4	4	5	1	60,000
VALLEY								
AMERICAN STREVELL CO	SALT LAKE CITY UT	3	0	0	1	2	0	13,000
ASSOCIATED FOOD STORES INC	BOISE ID	1	0	1	0	0	0	1,500
COUNTY TOTAL:		4	0	1	1	2	0	14,500
WASHINGTON								
AMERICAN STREVELL CO	SALT LAKE CITY UT	1	0	1	0	0	0	1,500
ASSOCIATED FOOD STORES INC	BOISE ID	3	2	1	0	0	0	3,000
SAFeway STORES INC	SALT LAKE CITY UT	1	0	0	1	0	0	3,000
SMALL SUPPLIERS		1	0	1	0	0	0	1,500
COUNTY TOTAL:		6	2	3	1	0	0	9,000
ID STATE TOTAL:		314	74	80	72	70	18	1,000,500

COUNTY SUPPLIERS		TOTAL STORES	500K- 1 MIL	1-2 MIL	2-4 MIL	4-8 MIL	8+ MIL	EST ACV (\$1000)
REGION 10								
STATE: OR								
BAKER								
ALBERTSONS INC	SALT LAKE CITY UT	1	0	0	0	1	0	5,000
AMERICAN STREVELL CO	SALT LAKE CITY UT	1	0	1	0	0	0	1,500
ASSOCIATED FOOD STORES INC	BOISE ID	1	0	1	0	0	0	1,500
SAFEWAY STORES INC	CLACKAMAS OR	1	0	0	0	1	0	7,000
COUNTY TOTAL:		4	0	2	0	2	0	15,000
BENTON								
AMERICAN STREVELL CO	PORTLAND OR	4	1	1	1	1	0	10,250
FRED MEYER INC	PORTLAND OR	1	0	0	0	0	1	10,000
SAFEWAY STORES INC	CLACKAMAS OR	1	0	0	0	0	1	10,000
TRADEWELL STORES INC	KENT WA	1	1	0	0	0	0	750
UNITED GROCERS INC	PORTLAND OR	2	0	0	2	0	0	6,000
WEST COAST GROCERY CO	SALEM OR	3	1	0	0	1	1	15,750
COUNTY TOTAL:		12	3	1	3	2	3	52,750
CLACKAMAS								
AMERICAN STREVELL CO	PORTLAND OR	5	2	0	3	0	0	10,500
FRED MEYER INC	PORTLAND OR	4	0	0	1	1	2	33,000
SAFEWAY STORES INC	CLACKAMAS OR	3	0	0	1	1	1	20,000
TRADEWELL STORES INC	KENT WA	3	0	1	0	2	0	11,500
UNITED GROCERS INC	PORTLAND OR	28	4	3	11	9	1	104,500
UNITED GROCERS INC	MEDFORD OR	1	0	0	0	1	0	5,000
WEST COAST GROCERY CO	SALEM OR	5	0	0	1	4	0	23,000
COUNTY TOTAL:		49	6	4	17	18	4	207,500
CLATSOP								
AMERICAN STREVELL CO	PORTLAND OR	2	1	0	1	0	0	3,750
SAFEWAY STORES INC	CLACKAMAS OR	2	0	0	2	0	0	6,000
TRADEWELL STORES INC	KENT WA	1	0	0	1	0	0	3,000
UNITED GROCERS INC	PORTLAND OR	6	2	1	1	2	0	18,000
SMALL SUPPLIERS		1	1	0	0	0	0	750
COUNTY TOTAL:		12	4	1	5	2	0	31,500
COLUMBIA								
SAFEWAY STORES INC	CLACKAMAS OR	2	0	1	0	1	0	6,500
UNITED GROCERS INC	PORTLAND OR	5	0	0	4	1	0	17,000
COUNTY TOTAL:		7	0	1	4	2	0	23,500
COOS								
FLEMING CO INC	FREMONT CA	1	0	0	1	0	0	3,000
FRED MEYER INC	PORTLAND OR	1	0	1	0	0	0	1,500
SAFEWAY STORES INC	CLACKAMAS OR	4	0	1	0	3	0	10,500
UNITED GROCERS INC	PORTLAND OR	2	0	2	0	0	0	3,000
WEST COAST GROCERY CO	SALEM OR	9	0	3	5	1	0	24,500
COUNTY TOTAL:		17	0	7	6	4	0	50,500
CROOK								
AMERICAN STREVELL CO	PORTLAND OR	1	0	0	1	0	0	3,000
UNITED GROCERS INC	PORTLAND OR	2	0	0	1	1	0	8,000
COUNTY TOTAL:		3	0	0	2	1	0	11,000
CURRY								
MARKET WHOLESALE GROCERY CO	EUREKA CA	1	0	0	0	1	0	5,000
UNITED GROCERS INC	MEDFORD OR	2	0	0	2	0	0	6,000
UNITED GROCERS INC	PORTLAND OR	1	1	0	0	0	0	750
WEST COAST GROCERY CO	SALEM OR	3	1	2	0	0	0	3,750
SMALL SUPPLIERS		1	1	0	0	0	0	750
COUNTY TOTAL:		8	3	2	2	1	0	16,250
DESCHUTES								
AMERICAN STREVELL CO	PORTLAND OR	3	2	1	0	0	0	3,000
FLEMING CO INC	FREMONT CA	1	1	0	0	0	0	750
SAFEWAY STORES INC	CLACKAMAS OR	2	0	0	2	0	0	6,000
UNITED GROCERS INC	PORTLAND OR	3	0	1	0	1	1	23,500

COUNTY SUPPLIERS		TOTAL STORES	500K- 1 MIL	1-2 MIL	2-4 MIL	4-8 MIL	8+ MIL	EST ACV (\$1000)
REGION 10, STATE OR, DESCHUTES	(CONTINUED)							
WEST COAST GROCERY CO	SALEN OR	2	0	0	1	1	0	9,000
SMALL SUPPLIERS		1	0	0	0	1	0	5,000
COUNTY TOTAL:		12	3	2	3	3	1	46,250
DOUGLAS								
AMERICAN STREVELL CO	PORTLAND OR	3	2	0	1	0	0	4,500
FLEMING CO INC	FREMONT CA	1	0	0	1	0	0	3,000
FRED MEYER INC	PORTLAND OR	1	0	0	0	1	0	7,000
SAFEWAY STORES INC	CLACKAMAS OR	3	0	0	0	3	0	17,000
UNITED GROCERS INC	MEDFORD OR	7	1	3	2	1	0	16,250
WEST COAST GROCERY CO	SALEM OR	6	0	1	1	4	0	28,500
SMALL SUPPLIERS		2	1	0	1	0	0	3,750
COUNTY TOTAL:		23	4	4	6	9	0	80,000
GRANT								
AMERICAN STREVELL CO	SALT LAKE CITY UT	1	0	1	0	0	0	1,500
UNITED GROCERS INC	PORTLAND OR	1	0	0	0	1	0	5,000
COUNTY TOTAL:		2	0	1	0	1	0	6,500
HARNEY								
AMERICAN STREVELL CO	SALT LAKE CITY UT	2	1	0	1	0	0	3,750
SAFEWAY STORES INC	CLACKAMAS OR	1	0	0	1	0	0	3,000
COUNTY TOTAL:		3	1	0	2	0	0	6,750
HOOD RIVER								
SAFEWAY STORES INC	CLACKAMAS OR	1	0	0	0	1	0	5,000
TPADENHILL STORES INC	KENT WA	1	0	0	0	1	0	7,000
U R M STORES INC	SPOKANE WA	1	0	0	0	0	1	10,000
UNITED GROCERS INC	PORTLAND OR	1	0	0	1	0	0	3,000
COUNTY TOTAL:		4	0	0	1	2	1	25,000
JACKSON								
AMERICAN STREVELL CO	SALT LAKE CITY UT	2	0	0	0	0	2	25,000
MARKET WHOLESALE GROCERY CO	ANDERSON CA	1	0	0	1	0	0	3,000
MARKET WHOLESALE GROCERY CO	EUREKA CA	1	0	1	0	0	0	1,500
SAFEWAY STORES INC	CLACKAMAS OR	3	0	0	2	1	0	11,000
UNITED GROCERS INC	MEDFORD OR	21	3	5	10	3	0	54,750
WEST COAST GROCERY CO	SALEM OR	2	0	0	0	2	0	14,000
COUNTY TOTAL:		30	3	6	13	6	2	109,250
JEFFERSON								
SAFEWAY STORES INC	CLACKAMAS OR	1	0	0	1	0	0	3,000
UNITED GROCERS INC	PORTLAND OR	2	1	0	1	0	0	3,750
COUNTY TOTAL:		3	1	0	2	0	0	6,750
JOSEPHINE								
AMERICAN STREVELL CO	PORTLAND OR	2	0	0	1	1	0	8,000
SAFEWAY STORES INC	CLACKAMAS OR	1	0	0	0	1	0	5,000
UNITED GROCERS INC	MEDFORD OR	8	1	2	5	0	0	18,750
WEST COAST GROCERY CO	SALEM OR	2	0	0	0	2	0	10,000
COUNTY TOTAL:		13	1	2	6	4	0	41,750
KLAMATH								
AMERICAN STREVELL CO	SALT LAKE CITY UT	1	0	0	0	0	1	10,000
AMERICAN STREVELL CO	PORTLAND OR	1	0	1	0	0	0	1,500
SAFEWAY STORES INC	CLACKAMAS OR	2	0	0	2	0	0	6,000
UNITED GROCERS INC	MEDFORD OR	8	3	3	1	0	1	19,750
UNITED GROCERS INC	PORTLAND OR	1	0	1	0	0	0	1,500
WEST COAST GROCERY CO	SALEM OR	1	0	0	0	1	0	5,000
SMALL SUPPLIERS		1	0	1	0	0	0	1,500
COUNTY TOTAL:		15	3	6	3	1	2	45,250
LAKE								
SAFEWAY STORES INC	CLACKAMAS OR	1	0	0	1	0	0	3,000
UNITED GROCERS INC	MEDFORD OR	1	1	0	0	0	0	750
COUNTY TOTAL:		2	1	0	1	0	0	3,750

COUNTY SUPPLIERS

REGION 10, STATE OR (CONTINUED)

		TOTAL STORES	500K- 1 MIL	1-2 MIL	2-4 MIL	4-8 MIL	8+ MIL	EST ACV (\$1000)
LANE								
AMERICAN STREVELL CO	PORTLAND OR	13	4	3	2	4	0	37,500
FLEMING CO INC	FREMONT CA	1	0	1	0	0	0	1,500
FRED MEYER INC	PORTLAND OR	3	0	0	1	1	1	18,000
SAFeway STORES INC	CLACKAMAS OR	12	0	0	4	8	0	64,000
UNITED GROCERS INC	PORTLAND OR	4	1	0	2	1	0	11,750
WEST COAST GROCERY CO	SALEM OR	27	1	6	10	8	2	107,750
SMALL SUPPLIERS		1	0	1	0	0	0	1,500
COUNTY TOTAL:		61	6	11	19	22	3	242,000
LINCOLN								
AMERICAN STREVELL CO	PORTLAND OR	1	0	1	0	0	0	1,500
SAFeway STORES INC	CLACKAMAS OR	2	0	0	1	1	0	10,000
UNITED GROCERS INC	PORTLAND OR	5	1	0	2	2	0	18,750
WEST COAST GROCERY CO	SALEM OR	3	0	1	2	0	0	7,500
COUNTY TOTAL:		11	1	2	5	3	0	37,750
LINN								
AMERICAN STREVELL CO	PORTLAND OR	6	2	0	3	1	0	15,500
FRED MEYER INC	PORTLAND OR	1	0	0	0	0	1	10,000
SAFeway STORES INC	CLACKAMAS OR	2	0	1	0	1	0	8,500
TRADEWELL STORES INC	KENT WA	1	0	0	0	1	0	5,000
UNITED GROCERS INC	PORTLAND OR	4	2	0	2	0	0	7,500
WEST COAST GROCERY CO	SALEM OR	4	0	1	0	2	1	21,500
SMALL SUPPLIERS		1	0	0	0	1	0	5,000
COUNTY TOTAL:		19	4	2	5	6	2	73,000
MALHEUR								
ALBERTSONS INC	SALT LAKE CITY UT	1	0	0	0	0	1	10,000
AMERICAN STREVELL CO	SALT LAKE CITY UT	3	1	1	1	0	0	5,250
ASSOCIATED FOOD STORES INC	BOISE ID	6	3	2	1	0	0	8,250
FLEMING CO INC	FREMONT CA	1	0	1	0	0	0	1,500
SAFeway STORES INC	SALT LAKE CITY UT	1	0	0	1	0	0	3,000
SMALL SUPPLIERS		1	1	0	0	0	0	750
COUNTY TOTAL:		13	5	4	3	0	1	28,750
MARION								
AMERICAN STREVELL CO	PORTLAND OR	5	1	0	1	2	1	23,750
FLEMING CO INC	FREMONT CA	2	0	2	0	0	0	3,000
FRED MEYER INC	PORTLAND OR	3	0	0	1	1	1	20,000
SAFeway STORES INC	CLACKAMAS OR	8	0	0	2	5	1	47,000
TRADEWELL STORES INC	KENT WA	2	0	1	1	0	0	4,500
UNITED GROCERS INC	PORTLAND OR	8	2	2	4	0	0	16,500
WEST COAST GROCERY CO	SALEM OR	17	2	1	6	6	2	80,000
SMALL SUPPLIERS		1	0	0	0	0	1	15,000
COUNTY TOTAL:		46	5	6	15	14	6	209,750
MORROW								
ASSOCIATED GROCERS INC	SEATTLE WA	1	0	1	0	0	0	1,500
COUNTY TOTAL:		1	0	1	0	0	0	1,500
MULTNOMAH								
AMERICAN STREVELL CO	PORTLAND OR	10	4	1	2	3	0	27,500
FRED MEYER INC	PORTLAND OR	14	0	2	5	4	3	75,000
SAFeway STORES INC	CLACKAMAS OR	16	0	0	8	7	1	79,000
TRADEWELL STORES INC	KENT WA	14	2	4	4	4	0	39,500
UNITED GROCERS INC	PORTLAND OR	39	4	8	19	7	1	119,000
WEST COAST GROCERY CO	SALEM OR	13	0	0	5	8	0	59,000
SMALL SUPPLIERS		2	0	2	0	0	0	3,000
COUNTY TOTAL:		108	10	17	43	33	5	402,000
POLK								
AMERICAN STREVELL CO	PORTLAND OR	2	0	1	0	1	0	6,500
SAFeway STORES INC	CLACKAMAS OR	2	0	0	0	2	0	14,000
UNITED GROCERS INC	PORTLAND OR	3	2	0	1	0	0	4,500
WEST COAST GROCERY CO	SALEM OR	3	0	3	0	0	0	4,500
COUNTY TOTAL:		10	2	4	1	3	0	29,500

COUNTY SUPPLIERS

REGION 10, STATE OR (CONTINUED)

		TOTAL STORES	500K- 1 MIL	1-2 MIL	2-4 MIL	4-8 MIL	8+ MIL	EST ACV (\$1000)
TILLAMOOK								
AMERICAN STREVELL CO	PORTLAND OR	2	1	1	0	0	0	2,250
FLEMING CO INC	FREMONT CA	1	0	1	0	0	0	1,500
SAFEWAY STORES INC	CLACKAMAS OR	1	0	0	1	0	0	3,000
UNITED GROCERS INC	PORTLAND OR	3	1	1	1	0	0	5,250
COUNTY TOTAL:		7	2	3	2	0	0	12,000
UNATILLA								
ALBERTSONS INC	SALT LAKE CITY UT	1	0	0	0	1	0	5,000
ASSOCIATED GROCERS INC	SEATTLE WA	3	2	0	1	0	0	4,500
BUTTREY FOODS	GREAT FALLS MT	1	0	0	0	1	0	5,000
FLEMING CO INC	FREMONT CA	1	0	1	0	0	0	1,500
SAFEWAY STORES INC	CLACKAMAS OR	2	0	0	0	1	1	17,000
SAFEWAY STORES INC	SPOKANE WA	1	0	0	1	0	0	3,000
TRADEWELL STORES INC	KENT WA	1	0	0	1	0	0	3,000
U R M STORES INC	SPOKANE WA	1	1	0	0	0	0	750
UNITED GROCERS INC	PORTLAND OR	3	0	1	0	2	0	11,500
WEST COAST GROCERY CO	SPOKANE WA	2	0	1	1	0	0	4,500
COUNTY TOTAL:		16	3	3	4	5	1	55,750
UNION								
ALBERTSONS INC	SALT LAKE CITY UT	1	0	0	0	1	0	7,000
ASSOCIATED FOOD STORES INC	BOISE ID	1	0	1	0	0	0	1,500
SAFEWAY STORES INC	CLACKAMAS OR	1	0	0	0	0	1	10,000
UNITED GROCERS INC	PORTLAND OR	1	0	1	0	0	0	1,500
WEST COAST GROCERY CO	SPOKANE WA	2	1	0	1	0	0	3,750
SMALL SUPPLIERS		1	1	0	0	0	0	750
COUNTY TOTAL:		7	2	2	1	1	1	24,500
WALLOWA								
AMERICAN STREVELL CO	SALT LAKE CITY UT	1	0	0	1	0	0	3,000
SAFEWAY STORES INC	CLACKAMAS OR	1	0	0	0	0	1	10,000
U R M STORES INC	SPOKANE WA	2	2	0	0	0	0	1,500
WEST COAST GROCERY CO	SPOKANE WA	1	1	0	0	0	0	750
COUNTY TOTAL:		5	3	0	1	0	1	15,250
WASCO								
AMERICAN STREVELL CO	PORTLAND OR	1	1	0	0	0	0	750
ASSOCIATED GROCERS INC	SEATTLE WA	1	0	1	0	0	0	1,500
SAFEWAY STORES INC	CLACKAMAS OR	1	0	0	1	0	0	3,000
TRADEWELL STORES INC	KENT WA	1	0	0	1	0	0	3,000
UNITED GROCERS INC	PORTLAND OR	2	2	0	0	0	0	1,500
WEST COAST GROCERY CO	SALEM OR	1	0	0	0	1	0	5,000
SMALL SUPPLIERS		1	0	0	0	1	0	7,000
COUNTY TOTAL:		8	3	1	2	2	0	21,750
WASHINGTON								
AMERICAN STREVELL CO	PORTLAND OR	4	0	0	3	0	1	24,000
FRED MEYER INC	PORTLAND OR	4	0	0	2	1	1	23,000
SAFEWAY STORES INC	CLACKAMAS OR	9	0	0	1	6	2	64,000
TRADEWELL STORES INC	KENT WA	6	0	0	4	2	0	24,000
UNITED GROCERS INC	PORTLAND OR	17	0	3	6	5	3	86,500
WEST COAST GROCERY CO	SALEM OR	4	0	0	1	3	0	20,000
COUNTY TOTAL:		44	0	3	17	17	7	241,500
YAMHILL								
AMERICAN STREVELL CO	PORTLAND OR	2	1	0	0	1	0	5,750
SAFEWAY STORES INC	CLACKAMAS OR	2	0	0	1	1	0	8,000
TRADEWELL STORES INC	KENT WA	1	0	1	0	0	0	1,500
UNITED GROCERS INC	PORTLAND OR	6	1	2	1	1	1	23,750
WEST COAST GROCERY CO	SALEM OR	3	0	0	1	2	0	17,000
SMALL SUPPLIERS		2	0	1	0	0	1	11,500
COUNTY TOTAL:		16	2	4	3	5	2	67,500
OR STATE TOTAL:		591	81	102	197	169	42	2,241,750

COUNTY SUPPLIERS		TOTAL STORES	500K- 1 MIL	1-2 MIL	2-4 MIL	4-8 MIL	8+ MIL	EST ACV (\$1000)
REGION 10								
STATE: WA								
ADAMS								
SAFEWAY STORES INC	SPOKANE WA	1	0	1	0	0	0	1,500
U R M STORES INC	SPOKANE WA	5	1	1	3	0	0	11,250
WEST COAST GROCERY CO	SPOKANE WA	1	0	1	0	0	0	1,500
COUNTY TOTAL:		7	1	3	3	0	0	14,250
ASOTIN								
U R M STORES INC	SPOKANE WA	2	0	1	0	1	0	6,500
WEST COAST GROCERY CO	SPOKANE WA	3	0	2	0	1	0	10,000
COUNTY TOTAL:		5	0	3	0	2	0	16,500
BENTON								
AMERICAN STREVELL CO	PORTLAND OR	1	0	0	0	1	0	5,000
ASSOCIATED GROCERS INC	SEATTLE WA	4	0	0	0	4	0	24,000
BUTTREY FOODS	GREAT FALLS MT	2	0	0	0	1	1	17,000
SAFEWAY STORES INC	SPOKANE WA	4	0	0	0	4	0	26,000
SAFEWAY STORES INC	BELLEVUE WA	1	0	1	0	0	0	1,500
TRADEWELL STORES INC	KENT WA	1	0	0	1	0	0	3,000
U R M STORES INC	SPOKANE WA	4	1	1	1	1	0	12,250
WEST COAST GROCERY CO	SPOKANE WA	4	0	0	2	2	0	20,000
WEST COAST GROCERY CO	TACOMA WA	2	0	0	2	0	0	6,000
COUNTY TOTAL:		23	1	2	6	13	1	114,750
CHELAN								
ASSOCIATED GROCERS INC	SEATTLE WA	8	4	0	4	0	0	15,000
BUTTREY FOODS	GREAT FALLS MT	1	0	0	0	1	0	7,000
SAFEWAY STORES INC	SPOKANE WA	1	0	0	0	1	0	5,000
SAFEWAY STORES INC	BELLEVUE WA	5	0	1	2	1	1	27,500
TRADEWELL STORES INC	KENT WA	1	0	1	0	0	0	1,500
U R M STORES INC	SPOKANE WA	3	0	1	2	0	0	7,500
WEST COAST GROCERY CO	SPOKANE WA	5	1	2	1	1	0	11,750
COUNTY TOTAL:		24	5	5	9	4	1	75,250
CLALLAM								
AMERICAN STREVELL INC	KENT WA	4	0	1	1	2	0	14,500
ASSOCIATED GROCERS INC	SEATTLE WA	3	1	1	0	1	0	7,250
SAFEWAY STORES INC	BELLEVUE WA	2	0	0	1	1	0	10,000
TRADEWELL STORES INC	KENT WA	1	0	0	1	0	0	3,000
WEST COAST GROCERY CO	TACOMA WA	1	0	0	0	1	0	5,000
COUNTY TOTAL:		11	1	2	3	5	0	39,750
CLARK								
AMERICAN STREVELL CO	PORTLAND OR	7	2	0	3	2	0	22,500
ASSOCIATED GROCERS INC	SEATTLE WA	2	0	0	1	1	0	8,000
FRED MEYER INC	PORTLAND OR	3	0	0	0	2	1	20,000
SAFEWAY STORES INC	CLACKAMAS OR	4	0	0	2	2	0	20,000
TRADEWELL STORES INC	KENT WA	3	0	1	1	1	0	11,500
UNITED GROCERS INC	PORTLAND OR	11	0	2	6	2	1	43,000
WEST COAST GROCERY CO	SALEM OR	3	0	0	2	0	1	16,000
COUNTY TOTAL:		33	2	3	15	10	3	141,000
COLUMBIA								
WEST COAST GROCERY CO	SPOKANE WA	1	1	0	0	0	0	750
COUNTY TOTAL:		1	1	0	0	0	0	750
COWLITZ								
AMERICAN STREVELL CO	PORTLAND OR	4	1	1	0	1	1	22,250
ASSOCIATED GROCERS INC	SEATTLE WA	1	0	1	0	0	0	1,500
FRED MEYER INC	PORTLAND OR	1	0	1	0	0	0	1,500
SAFEWAY STORES INC	CLACKAMAS OR	3	0	0	1	1	1	20,000
TRADEWELL STORES INC	KENT WA	1	0	0	0	1	0	5,000
UNITED GROCERS INC	PORTLAND OR	5	1	0	4	0	0	12,750
WEST COAST GROCERY CO	SALEM OR	1	0	0	0	1	0	5,000
SMALL SUPPLIERS		2	1	0	1	0	0	3,750
COUNTY TOTAL:		18	3	3	6	4	2	71,750

COUNTY SUPPLIERS		TOTAL STORES	500K- 1 MIL	1-2 MIL	2-4 MIL	4-8 MIL	8+ MIL	EST ACV (\$1000)
REGION 10, STATE WA (CONTINUED)								
DOUGLAS								
U R M STORES INC	SPOKANE WA	2	2	0	0	0	0	1,500
WEST COAST GROCERY CO	SPOKANE WA	1	1	0	0	0	0	750
COUNTY TOTAL:		3	3	0	0	0	0	2,250
FERRY								
U R M STORES INC	SPOKANE WA	1	0	1	0	0	0	1,500
WEST COAST GROCERY CO	SPOKANE WA	2	0	1	1	0	0	4,500
COUNTY TOTAL:		3	0	2	1	0	0	6,000
FRANKLIN								
ASSOCIATED GROCERS INC	SEATTLE WA	1	0	0	0	1	0	7,000
BUTTREY FOODS	GREAT FALLS MT	1	0	0	0	1	0	7,000
SAFeway STORES INC	SPOKANE WA	1	0	0	0	1	0	5,000
U R M STORES INC	SPOKANE WA	4	0	4	0	0	0	6,000
WEST COAST GROCERY CO	SPOKANE WA	1	0	0	0	1	0	7,000
WEST COAST GROCERY CO	TACOMA WA	1	0	0	0	1	0	5,000
SMALL SUPPLIERS		1	0	1	0	0	0	1,500
COUNTY TOTAL:		10	0	5	0	5	0	38,500
GARFIELD								
U R M STORES INC	SPOKANE WA	1	1	0	0	0	0	750
COUNTY TOTAL:		1	1	0	0	0	0	750
GRANT								
ASSOCIATED GROCERS INC	SEATTLE WA	2	0	0	2	0	0	6,000
BUTTREY FOODS	GREAT FALLS MT	1	0	0	0	0	1	10,000
SAFeway STORES INC	SPOKANE WA	3	0	1	1	0	1	14,500
TRADEWELL STORES INC	KENT WA	1	0	1	0	0	0	1,500
U R M STORES INC	SPOKANE WA	7	2	3	1	1	0	14,000
WEST COAST GROCERY CO	SPOKANE WA	1	0	0	1	0	0	3,000
COUNTY TOTAL:		15	2	5	5	1	2	49,000
GRAYS HARBOR								
AMERICAN STREVELL INC	KENT WA	2	0	1	0	1	0	8,500
ASSOCIATED GROCERS INC	SEATTLE WA	3	0	0	2	1	0	11,000
SAFeway STORES INC	BELLEVUE WA	3	0	0	0	3	0	21,000
TRADEWELL STORES INC	KENT WA	1	0	0	1	0	0	3,000
WEST COAST GROCERY CO	TACOMA WA	7	0	2	3	2	0	24,000
SMALL SUPPLIERS		3	2	1	0	0	0	3,000
COUNTY TOTAL:		19	2	4	6	7	0	70,500
ISLAND								
ASSOCIATED GROCERS INC	SEATTLE WA	8	1	1	5	1	0	22,250
MILITARY	BUY DIRECT	1	0	0	0	0	1	10,000
SAFeway STORES INC	BELLEVUE WA	1	0	0	1	0	0	3,000
COUNTY TOTAL:		10	1	1	6	1	1	35,250
JEFFERSON								
AMERICAN STREVELL INC	KENT WA	1	0	1	0	0	0	1,500
ASSOCIATED GROCERS INC	SEATTLE WA	2	1	0	0	1	0	5,750
SAFeway STORES INC	BELLEVUE WA	2	0	0	1	0	1	18,000
WEST COAST GROCERY CO	TACOMA WA	1	0	0	0	1	0	5,000
SMALL SUPPLIERS		1	1	0	0	0	0	750
COUNTY TOTAL:		7	2	1	1	2	1	31,000
KING								
AMERICAN STREVELL INC	KENT WA	42	1	8	8	22	3	196,750
ASSOCIATED GROCERS INC	SEATTLE WA	61	5	13	17	23	3	232,250
COMMISSION CO	SEATTLE WA	1	1	0	0	0	0	750
FRED MEYER INC	PORTLAND OR	4	0	2	0	2	0	15,000
LEE WHOLESALE GROCERY CO	EVERETT WA	7	4	3	0	0	0	7,500
MILITARY	BUY DIRECT	1	0	0	0	0	1	15,000
SAFeway STORES INC	BELLEVUE WA	49	0	2	8	30	9	310,000
TRADEWELL STORES INC	KENT WA	37	0	12	9	16	0	133,000
WEST COAST GROCERY CO	SPOKANE WA	1	0	1	0	0	0	1,500

COUNTY SUPPLIERS		TOTAL STORES	500K- 1 MIL	1-2 MIL	2-4 MIL	4-8 MIL	8+ MIL	EST ACV (\$1000)
REGION 10, STATE WA, KING	(CONTINUED)							
WEST COAST GROCERY CO	TACOMA WA	57	5	5	27	19	1	213,250
SMALL SUPPLIERS		5	1	2	1	1	0	11,750
COUNTY TOTAL:		265	17	48	70	113	17	1,136,750
KITSAP								
AMERICAN STREVELL INC	KENT WA	5	1	0	1	1	2	38,750
ASSOCIATED GROCERS INC	SEATTLE WA	7	1	0	4	2	0	22,750
MILITARY	BUY DIRECT	1	0	0	0	0	1	15,000
SAFEMAY STORES INC	BELLEVUE WA	4	0	0	0	3	1	32,000
TRADEWELL STORES INC	KENT WA	2	0	1	1	0	0	4,500
WEST COAST GROCERY CO	TACOMA WA	7	0	7	0	0	0	10,500
COUNTY TOTAL:		26	2	8	6	6	4	123,500
KITTITAS								
ASSOCIATED GROCERS INC	SEATTLE WA	3	2	0	1	0	0	4,500
SAFEMAY STORES INC	BELLEVUE WA	2	0	0	0	2	0	14,000
TRADEWELL STORES INC	KENT WA	1	0	1	0	0	0	1,500
WEST COAST GROCERY CO	SPOKANE WA	1	0	0	0	1	0	5,000
COUNTY TOTAL:		7	2	1	1	3	0	25,000
KLICKITAT								
AMERICAN STREVELL CO	FORTLAND OR	1	1	0	0	0	0	750
ASSOCIATED GROCERS INC	SEATTLE WA	1	0	0	1	0	0	3,000
UNITED GROCERS INC	FORTLAND OR	1	0	0	1	0	0	3,000
WEST COAST GROCERY CO	SALEM OR	1	0	0	1	0	0	3,000
COUNTY TOTAL:		4	1	0	3	0	0	9,750
LEWIS								
AMERICAN STREVELL CO	PORTLAND OR	2	2	0	0	0	0	1,500
AMERICAN STREVELL INC	KENT WA	1	0	1	0	0	0	1,500
ASSOCIATED GROCERS INC	SEATTLE WA	3	0	0	0	3	0	17,000
SAFEMAY STORES INC	BELLEVUE WA	3	0	0	2	1	0	13,000
TRADEWELL STORES INC	KENT WA	1	0	0	1	0	0	3,000
WEST COAST GROCERY CO	TACOMA WA	9	3	4	2	0	0	14,250
WEST COAST GROCERY CO	SALEM OR	1	0	0	0	1	0	7,000
COUNTY TOTAL:		20	5	5	5	5	0	57,250
LINCOLN								
SAFEMAY STORES INC	SPOKANE WA	1	0	0	1	0	0	3,000
U R M STORES INC	SPOKANE WA	3	3	0	0	0	0	2,250
WEST COAST GROCERY CO	SPOKANE WA	1	0	1	0	0	0	1,500
COUNTY TOTAL:		5	3	1	1	0	0	6,750
MASON								
ASSOCIATED GROCERS INC	SEATTLE WA	4	0	0	3	1	0	16,000
SAFEMAY STORES INC	BELLEVUE WA	1	0	0	0	1	0	7,000
TRADEWELL STORES INC	KENT WA	1	0	1	0	0	0	1,500
COUNTY TOTAL:		6	0	1	3	2	0	24,500
OKANOGAN								
ASSOCIATED GROCERS INC	SEATTLE WA	1	0	0	1	0	0	3,000
SAFEMAY STORES INC	SPOKANE WA	1	0	0	0	0	1	10,000
U R M STORES INC	SPOKANE WA	7	0	6	0	1	0	14,000
WEST COAST GROCERY CO	SPOKANE WA	4	0	1	2	1	0	12,500
SMALL SUPPLIERS		2	1	0	1	0	0	3,750
COUNTY TOTAL:		15	1	7	4	2	1	43,250
PACIFIC								
SAFEMAY STORES INC	BELLEVUE WA	1	0	0	1	0	0	3,000
UNITED GROCERS INC	FORTLAND OR	4	0	2	2	0	0	9,000
WEST COAST GROCERY CO	TACOMA WA	3	0	1	2	0	0	7,500
COUNTY TOTAL:		8	0	3	5	0	0	19,500

COUNTY SUPPLIERS		TOTAL STORES	500K- 1 MIL	1-2 MIL	2-4 MIL	4-8 MIL	8+ MIL	EST ACV (\$1000)
REGION 10, STATE WA (CONTINUED)								
PEND OREILLE								
AMERICAN STREVELL INC	KENT WA	2	1	0	0	1	0	5,750
ASSOCIATED GROCERS INC	SEATTLE WA	5	0	0	1	4	0	27,000
FRED MEYER INC	PORTLAND OR	1	0	0	1	0	0	3,000
LEE WHOLESALE GROCERY CO	EVERETT WA	3	2	1	0	0	0	3,000
SAFEWAY STORES INC	SPOKANE WA	1	0	0	0	1	0	7,000
SAFEWAY STORES INC	BELLEVUE WA	3	0	0	2	1	0	13,000
U R M STORES INC	SPOKANE WA	3	1	2	0	0	0	3,750
WEST COAST GROCERY CO	TACOMA WA	1	0	0	0	1	0	5,000
COUNTY TOTAL:		19	4	3	4	8	0	67,500
PIERCE								
AMERICAN STREVELL INC	KENT WA	4	1	3	0	0	0	5,250
ASSOCIATED GROCERS INC	SEATTLE WA	14	0	6	4	3	1	50,000
FRED MEYER INC	PORTLAND OR	3	0	0	1	1	1	25,000
MILITARY	BUY DIRECT	2	0	0	0	0	2	30,000
SAFEWAY STORES INC	BELLEVUE WA	17	0	0	2	15	0	97,000
TRADEWELL STORES INC	KENT WA	4	1	0	1	2	0	13,750
WEST COAST GROCERY CO	SALEM OR	1	0	0	1	0	0	3,000
WEST COAST GROCERY CO	TACOMA WA	46	6	12	20	8	0	126,500
SMALL SUPPLIERS		1	0	0	1	0	0	3,000
COUNTY TOTAL:		92	8	21	30	29	4	353,500
SAN JUAN								
ASSOCIATED GROCERS INC	SEATTLE WA	1	0	0	1	0	0	3,000
WEST COAST GROCERY CO	TACOMA WA	1	1	0	0	0	0	750
COUNTY TOTAL:		2	1	0	1	0	0	3,750
SKAGIT								
AMERICAN STREVELL INC	KENT WA	3	0	1	2	0	0	7,500
ASSOCIATED GROCERS INC	SEATTLE WA	9	2	2	0	4	1	36,500
SAFEWAY STORES INC	BELLEVUE WA	2	0	0	0	1	1	22,000
TRADEWELL STORES INC	KENT WA	3	0	1	0	2	0	13,500
COUNTY TOTAL:		17	2	4	2	7	2	79,500
SKAMANIA								
UNITED GROCERS INC	PORTLAND OR	1	0	1	0	0	0	1,500
COUNTY TOTAL:		1	0	1	0	0	0	1,500
SNOHOMISH								
AMERICAN STREVELL INC	KENT WA	4	0	0	1	3	0	24,000
ASSOCIATED GROCERS INC	SEATTLE WA	15	0	2	8	5	0	56,000
COMMISSION CO	SEATTLE WA	1	0	1	0	0	0	1,500
FRED MEYER INC	PORTLAND OR	1	0	0	1	0	0	3,000
LEE WHOLESALE GROCERY CO	EVERETT WA	3	3	0	0	0	0	2,250
SAFEWAY STORES INC	BELLEVUE WA	9	0	0	2	6	1	52,000
TRADEWELL STORES INC	KENT WA	5	0	2	2	1	0	14,000
WEST COAST GROCERY CO	TACOMA WA	5	0	0	2	3	0	21,000
SMALL SUPPLIERS		1	1	0	0	0	0	750
COUNTY TOTAL:		44	4	5	16	18	1	174,500
SPOKANE								
ASSOCIATED GROCERS INC	SEATTLE WA	3	1	0	2	0	0	6,750
FRED MEYER INC	PORTLAND OR	1	0	0	0	1	0	5,000
MILITARY	BUY DIRECT	1	0	0	0	0	1	15,000
SAFEWAY STORES INC	SPOKANE WA	15	0	2	3	9	1	64,000
SPIES SUPER VALU	WATERTOWN SD	1	0	1	0	0	0	1,500
U R M STORES INC	SPOKANE WA	54	11	15	14	12	2	158,750
WEST COAST GROCERY CO	SPOKANE WA	29	4	7	8	8	2	103,500
COUNTY TOTAL:		104	16	25	27	30	6	374,500
STEVENS								
SAFEWAY STORES INC	SPOKANE WA	2	0	1	0	1	0	8,500
U R M STORES INC	SPOKANE WA	2	1	0	1	0	0	3,750
WEST COAST GROCERY CO	SPOKANE WA	3	2	0	1	0	0	4,500
COUNTY TOTAL:		7	3	1	2	1	0	16,750

COUNTY SUPPLIERS

REGION 10, STATE WA (CONTINUED)

		TOTAL STORES	500K- 1 MIL	1-2 MIL	2-4 MIL	4-8 MIL	8+ MIL	EST ACV (\$1000)
THURSTON								
AMERICAN STREVELL INC	KENT WA	3	1	0	1	1	0	10,750
ASSOCIATED GROCERS INC	SEATTLE WA	6	0	0	4	2	0	24,000
SAFEWAY STORES INC	BELLEVUE WA	4	0	0	1	3	0	20,000
TRADEWELL STORES INC	KENT WA	1	0	1	0	0	0	1,500
WEST COAST GROCERY CO	TACOMA WA	9	2	1	5	1	0	23,000
COUNTY TOTAL:		23	3	2	11	7	0	79,250
WALLA WALLA								
SPIES SUPER VALU	WATERTOWN SD	1	1	0	0	0	0	750
U R M STORES INC	SPOKANE WA	1	0	0	1	0	0	3,000
COUNTY TOTAL:		2	1	0	1	0	0	3,750
WHATCOM								
AMERICAN STREVELL INC	KENT WA	6	2	0	2	2	0	19,500
ASSOCIATED GROCERS INC	SEATTLE WA	10	0	2	5	1	2	48,000
FRED MEYER INC	PORTLAND OR	1	0	0	0	0	1	15,000
LEE WHOLESALE GROCERY CO	EVERETT WA	1	1	0	0	0	0	750
MC LANE CO INC	TACOMA WA	3	0	0	1	1	1	23,000
SAFEWAY STORES INC	BELLEVUE WA	3	0	0	1	2	0	15,000
TRADEWELL STORES INC	KENT WA	1	0	0	0	1	0	5,000
WEST COAST GROCERY CO	TACOMA WA	1	1	0	0	0	0	750
SMALL SUPPLIERS		1	1	0	0	0	0	750
COUNTY TOTAL:		27	5	2	9	6	4	121,750
WHIIMAN								
SAFEWAY STORES INC	SPOKANE WA	2	0	1	1	0	0	11,500
U R M STORES INC	SPOKANE WA	5	0	1	1	1	0	11,000
WEST COAST GROCERY CO	SPOKANE WA	5	2	1	1	1	0	11,500
COUNTY TOTAL:		12	2	3	3	2	0	34,000
YAKIMA								
ASSOCIATED GROCERS INC	SEATTLE WA	14	2	1	5	4	2	41,000
BUTTREY FOODS	GREAT FALLS MT	1	0	0	0	0	0	10,000
MC LANE CO INC	TACOMA WA	1	0	0	0	0	0	10,000
SAFEWAY STORES INC	BELLEVUE WA	1	0	0	0	0	0	10,000
TRADEWELL STORES INC	KENT WA	1	0	0	0	0	0	10,000
U R M STORES INC	SPOKANE WA	5	0	0	0	0	0	10,000
WEST COAST GROCERY CO	TACOMA WA	2	0	0	0	0	0	10,000
WEST COAST GROCERY CO	SPOKANE WA	2	0	0	0	0	0	10,000
SMALL SUPPLIERS		1	0	0	0	0	0	10,000
COUNTY TOTAL:		41	2	1	6	4	2	141,000
WA STATE TOTAL:								
		237	114	53	29	21	6	8,601,750
REGION 10 TOTAL:								
		1,642	271	124	244	154	112	8,050,750

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